

Mr. Carl Hostetter
3812 E. Broad Street
Columbus, OH 43213

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October 10, 2003

Federal Maritime Commission
800 North Capitol Street
Washington DC 20573
Attn: Hon. Steven R. Blust, Chairman

Re. UPS Application for Exemption

Dear Chairman Blust:

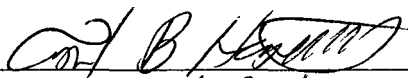
Oxford Products supports the petition of UPS for an exemption under Section 16 of the Shipping Act of 1984 for the purpose of offering service contracts to its shippers.

Oxford Products is engaged in the retail industry under the Odd Jobs and Maze11 chain of retail outlets. In our business we ship approximately 1250 FEU's of freight annually in international ocean commerce. Our freight consists mainly of general department store merchandise shipping on 40' ocean containers. Our shipments principally originate in Asia, with Yantian and Hong Kong being the major ports of origin. Our most prominent destination is New York City. We have been a UPS shipper for approximately 7 years.

It would be beneficial to us if UPS were able to offer service contracts, with confidential rates and enhanced service features customized to our particular needs. While UPS's existing services often present the best transportation solution, the ability to negotiate confidential rates for the ocean portion of our freight movements, coupled with UPS's end-to-end air or surface services in the USA, would enable us to get the most value for our shipping expenditures and enhance the specialized value-added features we could offer to our customers. This would allow us more flexibility in selecting suppliers and enable us to provide a more competitive product. This is very important to us in light of intense price and service pressure we face from our foreign competitors.

Accordingly, we support the UPS petition, and we request the Commission to grant it

Sincerely yours:


Name: Carl B. Hostetter
Title: V.P. Imports